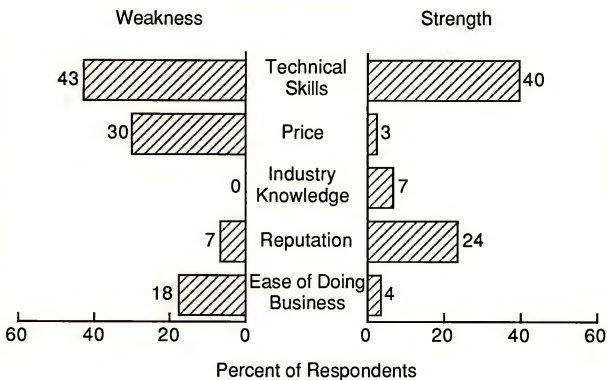


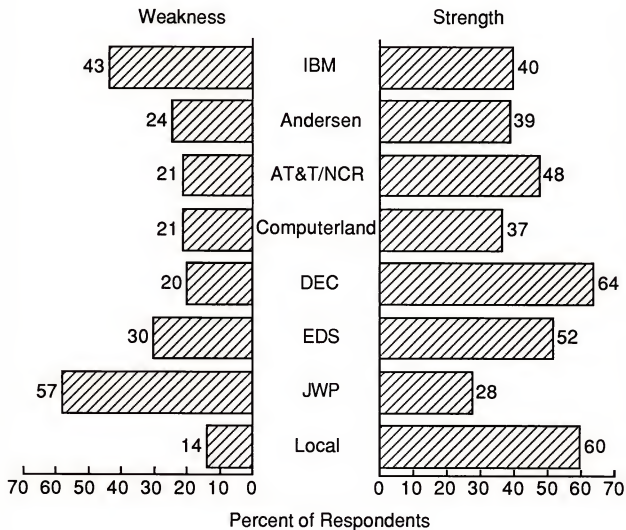
IBM Strengths and Weaknesses



Open-ended questions coded



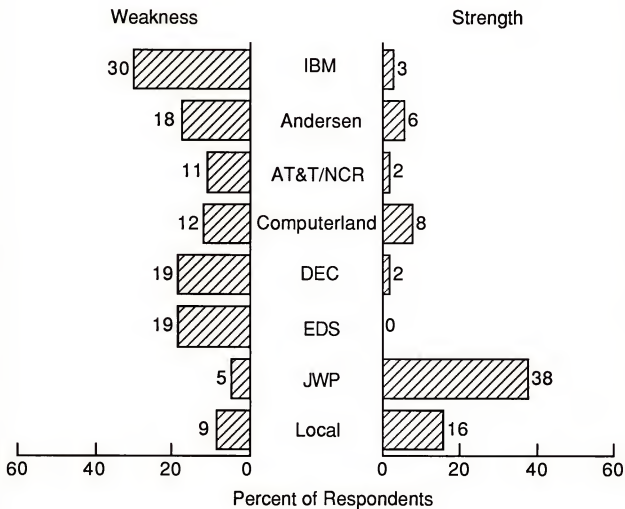
Vendor Strengths and Weaknesses: Technical Skills



Open-ended questions coded



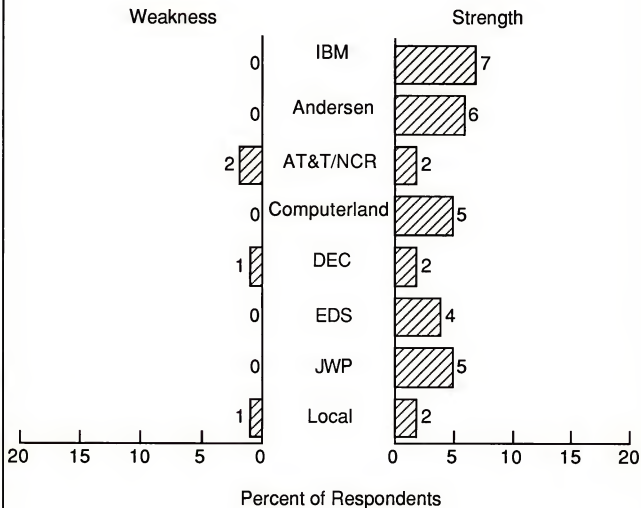
Vendor Strengths and Weaknesses: Price



Open-ended questions coded



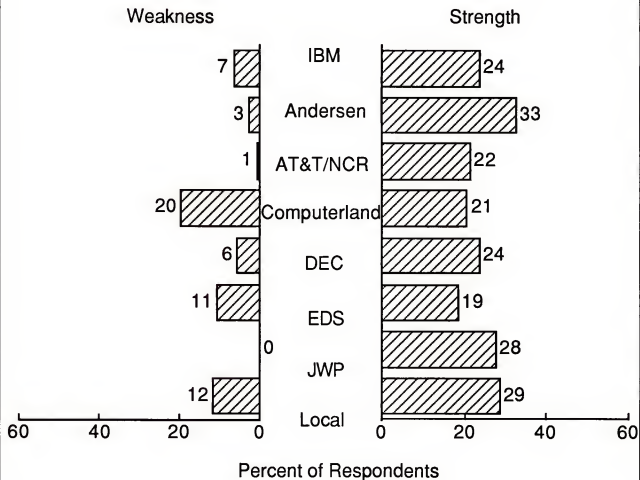
Vendor Strengths and Weaknesses: Industry Knowledge



Open-ended questions coded



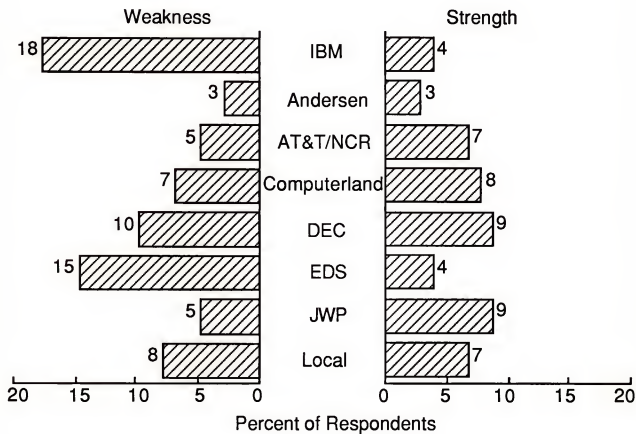
Vendor Strengths and Weaknesses: Reputation



Open-ended questions coded



Vendor Strengths and Weaknesses: Ease of Doing Business



Open-ended questions coded

